B

1997 TOP 150 CHAINS -- PACK

28-Feb-97

RANK Segment	RANK Top 150	CHN ID	CHAIN NAME	%CIV SEGMENT	SIS ACCTS	IND VOL	IND AVE	%CIV TRADE	1998 MERCH STATUS & LEVEL (L1,L2,L3)	1997 MERCH STATUS & LEVEL (L1,L2,L3)	REGION/ AE	COMMENTS
1	1	0001XXXX	SOUTHLAND CORP. 7-11	14.54%	5330	868428	181	3.23%	L3	L-3	RY	RJR/PM ONLY
2	4	0112XXXX	EMRO CORPORATE	9.05%	1614	601839	372	2.01%	L3	L-3	RY	PM OUT
3	5	0105XXXX	CIRCLE K CORPORATION	7.81%	2262	519102	229	1.73%	L2	L-2	DK	
4	14	0325XXXX	WAWA/RED ROOF	3.76%	492	249841	507	0.83%	PM EXCL	PM EXCL	JP	TEST APPR. Mar/Apr 97
5	17	0354XXXX	DIAMOND SHAMROCK R&M	3.57%	1591	237330	149	0.79%	L2	L2	RY	
6	18	0327XXXX	QUIKTRIP CORP.	3.48%	319	231272	724	0.77%	PM EXCL	PM EXCL	DO	PM Ex/RJR Lkout-Coexist pend.
7	22	0561XXXX	RACETRAC PETROLEUM	2.72%	284	181126	637	0.60%	L2	L2	DG	Good P/L POTENTIAL
8	23	2076XXXX	CLARK REFINING HQ	2.41%	765	160015	203	0.53%	L2	L2	DK	
9	25	0319XXXX	SUPERAMERICA	2.18%	637	144754	227	0.48%	PM EXCL	Sold L-3	JG	Good P/L POTENTIAL
10	26	0107XXXX	CUMBERLAND FARMS INC	1.99%	822	132407	161	0.44%	L2	L2	JP	
11	28	0566XXXX	SHEETZ INC.	1.91%	192	127106	662	0.42%	L3	L3	JP	PM Out-Into Plan 97 ???
12	29	0350XXXX	CASEYS GENERAL STORE	1.82%	1040	120955	116	0.40%	L3	L3	DK	RJR/BAT - PM Out
13	30	2794XXXX	MOBIL PBD-USA	1.73%	1013	115228	113	0.38%	RJR Lockout	RJR Lockout	DG	L2 presented-pending
14	31	0362XXXX	SUN COMPANY INC.	1.73%	692	114950	166	0.38%	L2	L2	JP	SIGNED ; PM CO-EXIST.
15	33	0205XXXX	DAIRY MART CORP OFF	1.67%	801	111113	138	0.37%	L2	L2	JP	MAY SIGN AT REGION LEVEL
16	35	0204XXXX	ARCO HDQTR	1.59%	927	105680	114	0.35%	PM EXCL	Sold L-2	RY	
17	37	2200XXXX	E-Z SERVE CORP	1.44%	700	95750	136	0.32%	L2	L2	RY	
18	39	1205XXXX	KWIK TRIP	1.41%	257	93979	365	0.31%	L2	L2	53	GDFATHERED - PM / BASIC OUT
19	42	0975XXXX	MOBIL OIL CORP.	1.29%	552	85765	155	0.29%	L2	L2	DG	MONARCH EDLP
20	43	0353XXXX	AMERADA HESS CORP.	1.26%	479	83974	175	0.28%	L2	L2	JP	P/L SIGNED - SIGNATURE
21	45	1114XXXX	BP AMERICA/HQ	1.20%	510	79943	156	0.27%	L2	L2	JP	PM OUT
22	51	0315XXXX	MAPCO PETROLEUM	1.11%	231	74027	320	0.25%	L2	L2	69	L3 where available
23	54	1906XXXX	COASTAL MART, INC	0.97%	578	64715	111	0.22%	L2	L2	DG	PM OUT
24	58	1737XXXX	GET-N-GO	0.95%	52	63200	1215	0.21%			68	
25	57	1001XXXX	WARECO OIL COMPANY	0.92%	111	61325	552	0.20%	L2	L2	69	
26	59	0336XXXX	THE PANTRY INC.	0.92%	375	61231	163	0.20%	L2	L2	21	
27	62	0003XXXX	AMOCO OIL	0.87%	504	57783	114	0.19%	RJR Lockout	RJR Lockout *	JG	PM/B&W * w/RJR in 2 mkts.
28	66	1327XXXX	STAR ENTERPRISES	0.82%	435	54275	124	0.18%	PM EXCL	PM EXCL	DK	Test doesn't look feasible
29	69	0551XXXX	LIL' CHAMP/MFFY(LC)	0.81%	495	53685	108	0.18%	L2	L2	23	PM OUT
30	70	1742XXXX	PICK N SAVE FOODS (Ctn) 77	0.80%	74	53173	718	0.18%				PM EXCL
31	72	0311XXXX	THRIFTY OIL	0.75%	261	49526	189	0.17%	L2	L2	JG	PM OUT
32	75	0492XXXX	PILOT OIL	0.74%	148	48450	334	0.17%	L2	L2	21	PM OUT

51842 4640

bap, 3/25/97

DRAFT

TP150228.XLS; pack

Source: https://www.industrydocuments.ucsf.edu/docs/tscp0000

1997 TOP 150 CHAINS – PACK

28-Feb-97

RANK Segment	RANK Top 150	CHN ID	CHAIN NAME	%CIV SEGMENT	SIS ACCTS	IND VOL	IND AVE	%CIV TRADE	1996 MERCH STATUS & LEVEL (L1,L2,L3)	1997 MERCH STATUS & LEVEL (L1,L2,L3)	REGION/ AE	COMMENTS
33	74	0212XXXX	CHEVRON USA	0.74%	601	48986	81	0.16%	PM EXCL	Sold L-3		
34	75	0545XXXX	K & B, INC.	0.73%	164	48441	263	0.16%				
35	76	2196XXXX	AMOCO - UBT	0.72%	301	47947	159	0.16%	L2/L1	L2/L1	62	Store Level RJR/BAT
36	78	0578XXXX	UNI-MARTS, INC.	0.70%	380	46346	121	0.15%	L2	L2	17	
37	79	0560XXXX	USA PETROLEUM	0.67%	123	44712	363	0.15%	L2	L2	64	
38	81	0350XXXX	MERIT OIL CORP.	0.66%	180	44135	245	0.15%	PM EXCL	PM EXCL	13	RA TEST PENDING
39	82	3234XXXX	TEXACO TRMI - CORP	0.66%	401	43829	108	0.15%	PM EXCL	PM EXCL	DK	
40	84	0588XXXX	TURKEY HILL MINIT MK	0.65%	227	43036	189	0.14%	L2	L2	13	RJR/B&W only-PM Basic out
41	87	0519XXXX	VILLAGE PANTRY	0.64%	182	42469	233	0.14%	PM EXCL	PM EXCL	18	Negotiations look good
42	89	3912XXXX	EXXON COMPANY, USA	0.63%	384	42119	109	0.14%	PM EXCL	PM EXCL	DO	Re-present to new management
43	91	1240XXXX	CROWN PETROLEUM CORP	0.63%	236	41588	176	0.14%	L2	L2	DO	
44	92	1067XXXX	FLASH FOODS	0.62%	152	41427	272	0.14%	L2	L2	23	
45	93	5474XXXX	EXXON COMPANY USA	0.62%	309	41278	133	0.14%	PM EXCL	PM EXCL	DO	
46	96	0504XXXX	HOLIDAY STATIONSTORE	0.61%	252	40520	160	0.14%	PM EXCL	PM EXCL	63	
47	99	0980XXXX	THORNTON OIL	0.60%	110	40056	364	0.13%	PM EXCL	PM EXCL *	18	* Test/Conversion pending 30 stores
48	101	0211XXXX	CONOCO, INC.	0.60%	290	39611	136	0.13%	PM EXCL	Sold L-2	DO	
49	102	3816XXXX	JOHNSON OIL CO.	0.59%	122	39239	321	0.13%	PM EXCL	PM EXCL	18	
50	104	0548XXXX	STEWARTS MARKETING	0.59%	265	38241	145	0.13%	L1	L1	16	RJR/B&W only - PM Out
51	107	0938XXXX	WILCO FOOD MART	0.56%	119	37272	313	0.12%	L2	L2	21	PM OUT
52	108	0919XXXX	QUICK CHEK FOOD STRS	0.55%	97	36861	380	0.12%	L2	L2	12	
53	109	0562XXXX	E-Z MART	0.55%	397	36382	91	0.12%	L2	L2	DO	PM OUT
54	112	3948XXXX	PHILLIPS 66 HDQTR	0.54%	306	36018	117	0.12%	PM EXCL	Sold L-2	DK	
55	113	2160XXXX	SWIFTY FOOD MARTS	0.54%	158	35765	226	0.12%	L2	L2	18	RJR EXCLUSIVE-PM Out
56	115	1963XXXX	HOLLAND OIL	0.52%	46	34347	746	0.11%	L2	L2	17	
57	119	0934XXXX	CHRISTY'S MARKETS	0.50%	146	33071	226	0.11%	L2	L2	11	
58	120	0542XXXX	UNITED DAIRY FARMERS	0.49%	207	32883	158	0.11%	PM EXCL	PM EXCL	18	
59	123	0992XXXX	MINIT MART FOODS	0.49%	90	32328	359	0.11%	L2		18	PM OUT
60	130	1328XXXX	FOOD BAG CONV.STORES	0.45%	52	29796	573	0.10%	L2	L2	11	
61	131	4247XXXX	ROYAL BUYING GROUP	0.45%	162	29711	183	0.10%				
62	133	2774XXXX	SOURDOUGH	0.44%	626	29301	46	0.10%				
63	137	1028XXXX	F.F.P.	0.42%	129	28044	217	0.09%	L2	L2	26	Former PM Excl. in '95
64	139	1250XXXX	ENGLEFIELD OIL CO.	0.42%	90	27596	306	0.09%	L2	L2	18	

51842 4641

AoA 3/23/97

DRAFT

TP150228.XLS; pack

Source: https://www.industrydocuments.ucsf.edu/docs/tscp0000

1997 TOP 150 CHAINS – PACK

28-Feb-97

RANK Segment	RANK Top 150	CHN ID	CHAIN NAME	%CIV SEGMENT	SIS ACCTS	IND VOL	IND AVE	%CIV TRADE	1996 MERCH STATUS & LEVEL (L1,L2,L3)	1997 MERCH STATUS & LEVEL (L1,L2,L3)	REGION/ AE	COMMENTS
65	140	0355XXXX	ALLSUP'S CONV. STORE	0.41%	309	27506	89	0.09%	N/A	N/A	66	RJR Opted Out
66	142	0565XXXX	UNITED REFINING	0.41%	316	27069	85	0.09%				
67	143	2408XXXX	MEIJER GAS	0.40%	88	26700	303	0.09%	L2	L2	67	
68	144	0527XXXX	KWIK SHOP	0.40%	168	26647	158	0.09%	L2	L2	66	
69	147	0333XXXX	WHITE HEN PANTRY	0.40%	251	26481	105	0.09%	PM EXCL	PM EXCL	62	RJR Opted Out
70	148	1353XXXX	GAS AMERICA , INC.	0.40%	51	26323	516	0.09%	L2	L2	18	
71	149	0532XXXX	TOM THUMB FOOD MKTS.	0.39%	142	26071	183	0.09%	L1	L1	63	Grandfathered
72	150	0552XXXX	HANDY WAY FOOD STORE	0.39%	118	25904	219	0.09%			23	
TOTAL				100%	33,330	6,647,043	N/A	22%				

% SEGMENT CIV PM EXCL =	20.12%
% SEGMENT CIV NON-RJR =	13.53%
% TOTAL CIV NON-RJR =	0.78%
% OUTLETS NON-RJR =	6.23%
% OUTLETS NON-PM =	18.47%

Total Industry Volume Pack 3/3/97 29,957,256

51842 4642

Acp, 3/25/97

DRAFT

TP150228 XLS; pack

Source: https://www.industrydocuments.ucsf.edu/docs/tscp0000

1997 TOP 150 CHAINS – DRUG

8-Feb-97

RANK Segment	RANK Top 150	CHN ID	CHAIN NAME	%CIV SEGMENT	SIS ACCTS	IND VOL	IND AVG	%CIV TRADE	1996 MERCH STATUS & LEVEL (L1,L2,L3)	1997 MERCH STATUS & LEVEL (L1,L2,L3)	REGION/ AE	COMMENTS
1	11	0203XXXX	WALGREEN DRUGS	23.02%	2214	314366	142	1.05%	PM EXCL	Sold L-1	62	NSS
2	12	0110XXXX	RITE AID CORPORATION	22.42%	2763	306147	111	1.02%	L1	L1	17	
3	16	0102XXXX	REVCO DRUG STORES	17.54%	2591	239489	92	0.80%	L1	L1/MC	16	Chain split by volume
4	27	0303XXXX	CVS DRUG STORES	9.46%	1301	129177	99	0.43%	PM EXCL	Don't want	11	DO NOT WANT CHAIN
5	32	0103XXXX	ECKERD DRUGS-CORP.OF	8.34%	1746	113870	65	0.38%	Do Not want in chain		23	LOW VOL. - DPC ACCEPTED
6	61	0330XXXX	AMERICAN DRUG STORES	4.40%	770	60019	78	0.20%				
7	88	0312XXXX	THRIFT DRUG COMPANY	3.09%	511	42236	83	0.14%				
8	98	0340XXXX	FARM STORES	2.95%	206	40236	195	0.13%				
9	106	1437XXXX	DISCOUNT DRUG MART	2.77%	43	37812	879	0.13%	L2	L2	17	
10	134	0906XXXX	FAY'S DRUG CO., INC.	2.12%	273	28950	106	0.10%	L2	L2	16	
11	145	0304XXXX	THRIFTY DRUG	1.95%	467	26566	57	0.09%				
12	146	0307XXXX	BROOKS DRUGS, INC.	1.94%	230	26549	115	0.09%				
		TOTAL		100.00%	13115	1365417	N/A	4.56%				

% SEGMENT CIV PM OUT = 0.00%
% SEGMENT CIV NON-RJR = 17.80%
% TOTAL CIV NON-RJR = 0.81%
% OUTLETS NON-RJR = 23.23%
% OUTLETS NON-PM = 0.00%

Total Industry volume Pk 3/3/97 29,957,256

51842 4643

kop, 3/23/97

DRAFT

TP150228 XLS: drug

Source: https://www.industrydocuments.ucsf.edu/docs/tscp0000

1997 TOP 150 CHAINS – CIGARETTE OUTLETS

28-Feb-97

RANK Segment	RANK Top 150	CHN ID	CHAIN NAME	%CIV SEGMENT	SIS ACCTS	IND VOL	IND AVG	%CIV TRADE	1996 MERCH STATUS & LEVEL (L1,L2,L3)	1997 MERCH STATUS & LEVEL (L1,L2,L3)	REGION/ AE	COMMENTS
1	15	0521XXXX	THE CUSTOMER CO.	35.04%	500	242400	485	4.28%	PM EXCL	PM EXCL	51	No Hope
2	53	3232XXXX	SEMINOLE CIG OUTLETS	10.64%	31	71588	2309	1.26%	L1	L1	23	DRIVE - THRU
3	80	1679XXXX	THE CIGARETTE STORE	6.64%	56	44686	798	0.79%	L2	L2	66	
4	85	1211XXXX	CHOCTAW NATION	6.39%	7	42993	6142	0.76%	?		26	
5	95	2400XXXX	ADMIRAL PETROLEUM	6.04%	36	40598	1128	0.72%	?		67	
6	116	1669XXXX	CIGARETTE STORE	4.92%	25	33106	1324	0.58%	L2	L2	51	
7	125	2146XXXX	ONEIDA INDIAN NATION	4.71%	68	31668	466	0.56%	L2	L2	16	
8	128	5571XXXX	TOBACCO PLUS	4.67%	11	31428	2857	0.55%	L2	L2	26	
9	129	4160XXXX	TOBACCO SUPERSTORE	4.50%	31	30272	977	0.53%	L2	L2	69	
10	132	3892XXXX	DISCOUNT SMOKE SHOPS	4.39%	33	29547	895	0.52%	L2	L2	69	
11	138	4209XXXX	ON AUK MOR	4.11%	4	27610	6903	0.49%	L2	L2	54	
12	141	0569XXXX	DIRT CHEAP CIGARETTE	4.06%	6	27314	4552	0.48%	L2	L2	69	
13		1841XXXX	SMOKES FOR LESS	2.87%	22	19318	878	0.34%	L3	L-2	RY	
			TOTAL	100.00%	830	672,628	N/A	11.88%				

% SEGMENT CIV PM OUT =	0.00%
% SEGMENT CIV NON-RJR	35.04%
% TOTAL CIV NON-RJR =	4.28%
% OUTLETS NON-RJR =	60.24%
% OUTLETS NON-PM =	0.00%

Total Industry Volume CTS 3/3/97 5,662,606

NOTE: Emro CTS "Smokes for Less" is not in Top 150 volume, but has been added here for information

51842 4644

kap 3/25/97

DRAFT

TP150228 XLS: cig stores

Source: https://www.industrydocuments.ucsf.edu/docs/tscp0000

1997 TOP 150 CHAINS -- CARTON

28-Feb-97

RANK Segment	RANK Top 150	CHN ID	CHAIN NAME	SEGMENT %CIV	ACCTS SIS	VOL IND VOL	AVG IND AVG	TRADE %CIV	STATUS & LEVEL 1996 MERCH (L1,L2,L3)	1997 Merch STATUS & LEVEL (L1,L2,L3)	AE REGION/	COMMENTS
1	2	1142XXXX	AAFES(DECA STORES)	12.63%	149	889132	5967	9.12%	No Plans available for military in 1997			
2	3	0209XXXX	WAL-MART STORES, INC	12.53%	1933	882198	456	9.05%	L1 (PM)	L1 (PM)	RF	MATCHING B&W OFFER
3	6	0502XXXX	FOOD LION	6.96%	1118	489829	438	5.03%	L2	L2	JG	PM Out
4	7	0104XXXX	KROGER COMPANY	5.26%	1130	370179	328	3.80%	L2	L2	JG	KMA DECISION RJR9/PM2
5	8	0002XXXX	K MART CORPORATION	5.03%	2054	354281	172	3.63%	L2	L-1	JG	Renewed MCNB Plan 2/97
6	9	5177XXXX	WALMART SUPERCENTER	4.89%	361	344116	953	3.53%	L1 (PM)	L1 (PM)	RF	MATCHING B&W OFFER
7	10	0313XXXX	ALBERTSON'S, INC.	4.84%	900	340831	379	3.50%	L2	L2	DO	
8	13	0111XXXX	WINN-DIXIE STORES	3.99%	1161	280962	242	2.88%	L1 (PM)	L1 (PM)	DG	
9	19	0106XXXX	AAFES HEADQUARTERS	3.26%	602	229312	381	2.35%	No Plans available for military in 1997			
10	20	0101XXXX	SAFEWAY STORES, INC.	3.00%	847	211268	249	2.17%	L2	L2	51	CORPORATE APPROVAL
11	21	4027XXXX	AHOLD	2.74%	616	193083	312	1.98%	L2	L2	17	
12	24	0334XXXX	PUBLIX SUPERMARKETS	2.11%	454	148616	327	1.52%	PM EXCL	PM EXCL	23	Level 1 Pending (MC)
13	34	0343XXXX	NEXCOM HQ'S	1.57%	213	110767	520	1.14%	No Plans available for military in 1997			
14	36	0207XXXX	LUCKY STORES, INC.	1.41%	509	98936	194	1.02%				
15	38	1115XXXX	GIANT EAGLE COMPANY	1.34%	134	94466	705	0.97%	L2	L2	17	
16	40	0306XXXX	TOTAL PETROLEUM, INC	1.30%	555	91439	165	0.94%	L2	L-1 *	66	* L1 in small store
17	41	0347XXXX	COAST GUARD EXCHANG	1.26%	86	89777	1044	0.92%	No Plans available for military in 1997			
18	44	0580XXXX	HEB GROCERY	1.16%	165	81775	496	0.84%	L3	L3	58	Testing S I A S
19	46	0206XXXX	A & P - CORP. HDQRTR	1.13%	502	79666	159	0.82%	Do Not Want a contract			
20	47	1163XXXX	YUCAIPA CORP.	1.10%	488	77684	159	0.80%	Do Not Want a contract			
21	48	0507XXXX	VONS GROCERY CO.	1.10%	314	77678	247	0.80%	L2	L2	54	
22	49	0913XXXX	SMART & FINAL IRIS	1.10%	168	77570	462	0.80%	L1	L1	54	$ 25 per store
23	50	1021XXXX	BRUNO'S FOOD STORES	1.07%	211	75025	358	0.77%	L2	L2	22	
24	52	1287XXXX	MEIJER	1.02%	107	71893	672	0.74%	L2	L2	67	NSS
25	55	0917XXXX	INGLES MARKETS, INC.	0.97%	192	64602	336	0.66%	L2	L2	21	PM Out
26	58	0533XXXX	STOP & SHOP SUPERMKT	0.87%	192	61253	319	0.63%			11	
27	60	2515XXXX	BJ'S WHOLESALE CLUB	0.87%	62	60945	983	0.63%				
28	63	0526XXXX	SMITH'S FOOD & DRUG	0.81%	152	56761	373	0.58%	L2	L2	56	
29	64	1143XXXX	DEMOULAS	0.79%	56	55371	989	0.57%	PM EXCL	L1	11	Great SOM gains
30	65	1810XXXX	HANNAFORD BROTHERS	0.78%	147	55175	375	0.57%	L2	L2	11	PM Out
31	67	1044XXXX	KING SOOPERS	0.77%	70	54013	772	0.55%	L2	L2	66	NSS
32	68	0577XXXX	WEIS MARKETS, INC.	0.77%	140	53996	386	0.55%	L2	L2	17	PM Out
33	71	0206XXXX	GRAND UNION COMPANY	0.74%	224	51806	231	0.53%	PM EXCL	PM EXCL	12	Can't get MC
34	77	0522XXXX	PATHMARK STORES INC.	0.66%	143	46667	326	0.48%	PM EXCL	L1	12	Level 1 sold 10/96
35	83	0950XXXX	DILLON STORES	0.62%	68	43391	638	0.45%	L2	L2	66	

kap; 3/25/97

51862 4645

DRAFT

TP150228.XLS; carton

Source: https://www.industrydocuments.ucsf.edu/docs/tscp0000

1997 TOP 150 CHAINS -- CARTON

28-Feb-97

RANK Segment	RANK Top 150	CHN ID	CHAIN NAME	SEGMENT %CIV	ACCTS SIS	VOL IND VOL	AVG IND AVG	TRADE %CIV	STATUS & LEVEL 1996 MERCH (L1,L2,L3)	1997 Merch STATUS & LEVEL (L1,L2,L3)	AE REGION/	COMMENTS
36	86	0570XXXX	HY VEE STORES INC.	0.60%	102	42515	417	0.44%	L2	L2	62	
37	90	0348XXXX	MARINE CORPS. EXCHG.	0.59%	104	41714	401	0.43%	No Plans available for military in 1997			
38	94	0574XXXX	GIANT FOOD, INC.	0.56%	175	40745	233	0.42%	L2	L2	29	PM Out-cons. SIAS
39	97	0906XXXX	MGI	0.57%	43	40273	937	0.41%	L2	L2	17	PM Out
40	100	0988XXXX	STATER BROS., INC.	0.57%	110	40048	364	0.41%	L2	L2	54	
41	103	0922XXXX	MARSH SUPERMARKETS	0.55%	88	38884	442	0.40%	PM EXCL	L1-MC	18	signed 2/97
42	105	0928XXXX	HARRIS-TEETER STORES	0.54%	140	38100	272	0.39%	L2	L2	21	PM Out
43	110	1119XXXX	NASH FINCH COMPANY	0.52%	105	36317	346	0.37%				
44	111	2706XXXX	DUTY FREE SHOPPERS	0.51%	5	36025	7205	0.37%	No Plans available for military in 1997			
45	114	0320XXXX	ACME MARKETS, INC.	0.51%	185	35877	193	0.37%	L2	L2	13	TOTAL NSS
46	116	1106XXXX	FRED MEYER GROCERY	0.49%	99	34152	345	0.35%	L2	L2	56	
47	117	0946XXXX	SCHNUCK MARKETS	0.47%	91	33403	367	0.34%	R-L1	L1 NSS	69	PM EXCL
48	121	1213XXXX	FLEMING COMPANIES	0.47%	84	32873	391	0.34%	L2	L2	62	
49	122	0997XXXX	RIVERSIDE/BILO MKTS.	0.46%	90	32488	361	0.33%	L2	L2	17	
50	124	1243XXXX	FAREWAY STORES,INC.	0.45%	63	31734	504	0.33%	L2	L2	62	
51	126	2934XXXX	K-VA-T FOOD STORES	0.45%	68	31655	460	0.32%	L2	L2	21	
52	127	1138XXXX	WEGMANS FOOD MARKET	0.45%	54	31442	582	0.32%	L2	L2	16	
53	135	1832XXXX	KASH N' KARRY FD CTR	0.41%	107	28682	268	0.29%				NSS
54	136	1474XXXX	CUB FOODS HDQ.	0.40%	66	28475	419	0.29%	L2	L2	63	CUB DIV LEVEL DECISION
		TOTAL		100%	18004	7039883	N/A	72%				

% SEGMENT CIV PM OUT =	11.12%
% SEGMENT CIV NON-RJR =	24.73%
% TOTAL CIV NON-RJR =	17.86%
% OUTLETS NON-RJR =	23.46%
% OUTLETS NON-PM =	10.86%

Total Industry CIV Carton 3/3/97 9,747,163

51842 4646

tsp: 3/25/97

DRAFT

TP150228 Xl S: carton

Source: https://www.industrydocuments.ucsf.edu/docs/tscp0000